

Message Text

LIMITED OFFICIAL USE

PAGE 01 BAGHDA 01418 091715Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----069714 091717Z /45

P R 091300Z JUL 78
FM USINT BAGHDAD
TO AMEMBASSY NEW DELHI PRIORITY
USDOC WASHDC
INFO SECSTATE WASHDC 6434

LIMITED OFFICIAL USE BAGHDAD 1418

E.O. 11652: N/A
TAGS: BTRA, IZ, ETRD, IN, US, BENC, USINJC
SUBJECT: THE INDIAN CONNECTION: ENGINEERING PROJECTS OF INDIA

REF: BAGHDAD 752

1. THE FIRST FRUITS OF U.S.-INDIAN COMMERCIAL COLLABORATION IN IRAQ MAY RESULT FROM ON-GOING DISCUSSIONS BETWEEN ENGINEERING PROJECTS OF INDIA (EPI), LTS., OF NEW DELHI AND THE FULLER COMPANY OF CATASAUQUA, PA, A SUBSIDIARY OF GATX. EIP HAS ASKED FULLER TO COLLABORATE IN A TENDER OFFER FOR DESIGN WORK AND EQUIPMENT SUPPLY FOR THE UPPER EUPHRATES CEMENT PLANT TO BE BUILT AT HIT, ON THE EUPHRATES WEST OF BAGHDAD. PLANT EQUIPMENT WOULD BE SUPPLIED FROM BOTH INDIAN AND U.S. SOURCES, WITH THE U.S.-ORIGIN PORTION POSSIBLY TOTALLING 20 MILLION DOLLARS.

2. EPI HAS A NUMBER OF PROJECTS IN IRAQ, INCLUDING EXPANSION OF THE BASRAH MUNICIPAL WATER SUPPLY AND A CHEMICAL COMPLEX AND HAS RECENTLY WON A CONTRACT TO BUILD THREE LARGE GRAIN SILOS USING GERMAN EQUIPMENT. ANOTHER INDIAN FIRM, ACI, BUILT A MAJOR CEMENT PLANT AT KUFA IN SOUTH-CENTRAL IRAQ. USINT UNDERSTANDS THAT IRAQIS HAVE CRITICIZED THIS PLANT AS LACKING UP-TO-DATE TECHNOLOGY. THE FULLER-EPI TALKS ARE
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 BAGHDA 01418 091715Z

APPARENTLY AIMED AT PROVIDING MORE ADVANCED EQUIPMENT FOR THE 1 MILLION TON PER ANNUM UPPER EUPHRATES PLANT. EPI ALSO HOPES TO BE INVITED TO BID ON THE ONE-HALF BILLION DOLLAR BAGHDAD AIRPORT EXPANSION PROJECT. IF SO, THEY WOULD BE VERY INTERESTED IN U.S. FIRMS WHICH COULD PROVIDE AIR TRAFFIC CONTROL EQUIPMENT AND OTHER ITEMS.

3. EPI'S GROUP GENERAL MANAGER FOR IRAQ, GOPALJI, WILL BE IN NEW DELHI THIS WEEK. USINT SUGGESTED HE CALL ON E/C OFFICERS AT AMEMB NEW DELHI TO DISCUSS SERVICES WHICH EMBASSY/USDOC CAN PROVIDE. HE WILL TRAVEL TO WASHINGTON IN LATE JULY AND WILL CONTACT CHERIE LOUSTAUNAU ON CAGNE MAJOR PROJECTS STAFF.

4. POST BELIEVES THAT THIS POTENTIAL "INDIAN CONNECTION" MAY BE A PRODUCTIVE CHANNEL FOR ENTRY OF U.S. GOODS AND SERVICES INTO IRAQ. INDIA BUYS 2.5 MILLION TONS OF IRAQI CRUDE ANNUALLY AND AN IRAQI-INDIAN JOINT COMMISSION HAS EXISTED SINCE 1973. IRAQ PREFERS STATE-TO-STATE DEALINGS WHENEVER POSSIBLE AND EPII IS WELL-REGARDED HERE.

5. USINT WOULD APPRECIATE RECEIVING EMBASSY NEW DELHI'S VIEWS AFTER GOPALJI VISIT.
PECK

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ENGINEERING, PROPOSALS (BID), CONTRACTS
Control Number: n/a
Copy: SINGLE
Draft Date: 09 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BAGHDA01418
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780281-0877
Format: TEL
From: BAGHDAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780782/aaaacqxt.tel
Line Count: 79
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: c598e378-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 BAGHDAD 752
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2076618
Secure: OPEN
Status: NATIVE
Subject: THE INDIAN CONNECTION: ENGINEERING PROJECTS OF INDIA
TAGS: BTRA, ETRD, BENC, IZ, IN, US, USINJC, FULLER COMPANY
To: NEW DELHI COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/c598e378-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014